FOOD SERVICE EQUIPMENT PRIME VENDOR

2003 DSCP WORLD WIDE FOOD SHOW BRIEF

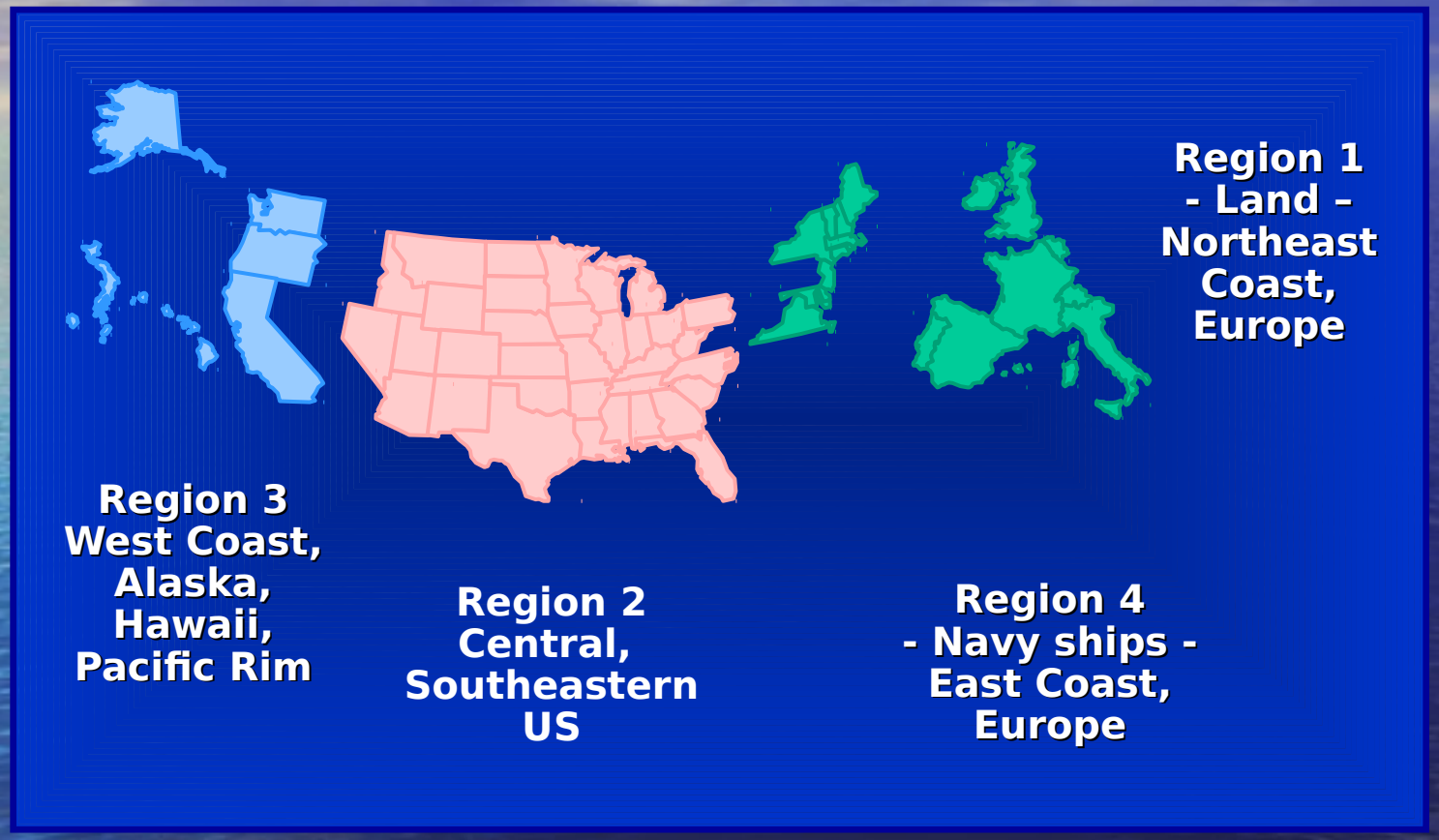
DEC INCORPORATED

DSCP
PRIME VENDOR
FOR
Foodservice Equipment

CUSTOMER BENEFITS

- Ease Of Ordering
- Product Selection
- Fast Service
- Flexibility

FSE Prime Vendor Regions



Region 1 - Lankford-Sysco 410-677-5571
Region 2 - Dietary Equipment Co. 803-252-5273
Region 3 - Gill Marketing 602-238-5016
Region 4 - The Source (Navy Ships) 757-

WHAT IS A FOODSERVICE EQUIPMENT PRIME VENDOR?

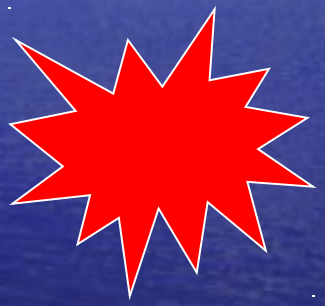
FSE PV SUPPORT OPERATIONAL READINESS BY PROVIDING FULL LIFECYCLE FOOD SERVICE EQUIPMENT SOLUTIONS

PRESENTATION GOALS

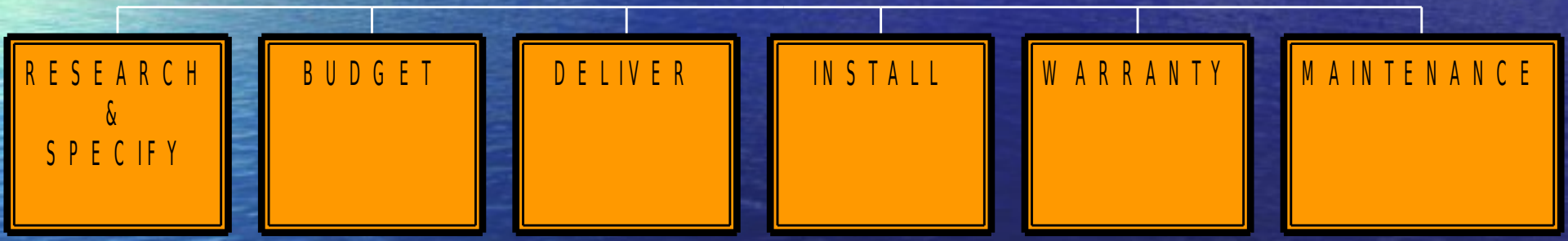
- WORK SCOPE
- WARRANTY AND SERVICE
- PROJECT MANAGEMENT
- ORDERING PROCESS

WORK SCOPE

- ALL TYPES OF FOOD SERVICE EQUIPMENT AVIALBLE
- MOST BRAND NAMES REPRESENTED
- TOTAL EQUIPMENT LIFECYCLE SUPPORT



START TO FINISH FULL LIFECYCLE SUPPORT



WORK SCOPE BENEFITS

- CONTROL
- ACCURACY
- SPEED
- BEST VALUE
- READINESS
- ONE STOP SHOP

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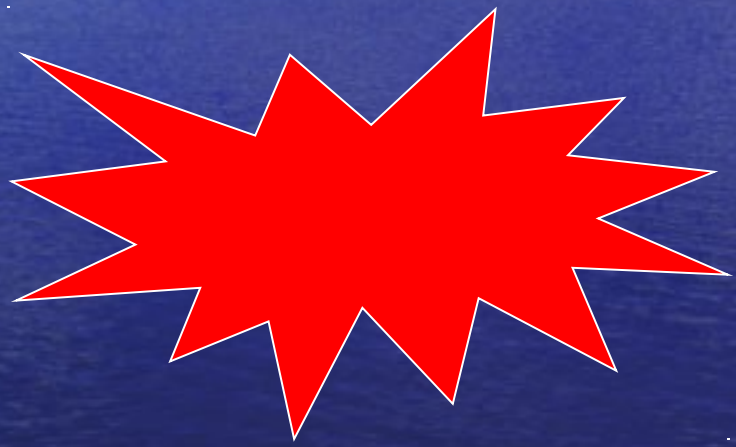
PRODUCT SELECTION

- Quality Selection Made to Order Equipment



- Products offered are the Most Widely Used In Industry

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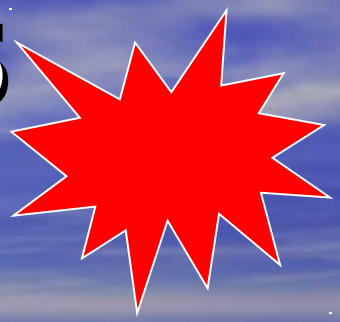
ORDERING BENEFITS



- FLEXIBILITY
- CHANGEABILITY
- INCREASED YEAR END $ CAPTURE
- SPEED

WARRANTY AND SERVICE

- FREIGHT CLAIM ADVOCATE
- FACTORY WARRANTY ENFORCER
- ONE STOP SERVICE ON NEW AND OLD EQUIPMENT – LESS DOWN TIME
- PARTS SUPPLIER

PROJECT MANAGEMENT

- SITE SURVEY
- BUDGET PROJECTS
- PUNCTUATED CONSTRUCTION DELIVERIES
- INSTALLATION TRADE SUPPORT

PROJECT MANAGEMENT BENEFITS

- TIME SAVINGS = COST SAVINGS
- ECONOMIZING STORAGE
- COORDIANTED PROJECT END DATE

ORDERING PROCESS

- CREDIT CARD
- MILSTRIP FORMS
- MANUAL MILSTRIP
- MILITARY INTERDEPARTMENTAL PURCHASE REQUEST(MIPR)

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